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U.S. Bureau of Foreign and Domestic Commerce

Analyzing statistics of foreign trade in leather

Washington

1926

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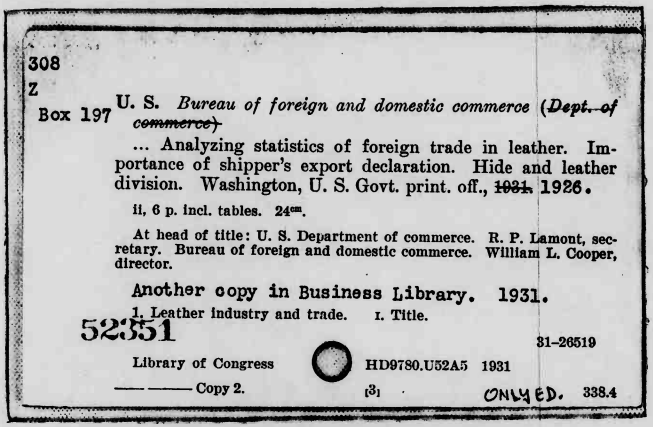

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DEPARTMENT OF COMMERCE
BUREAU OF FOREIGN AND DOMESTIC COMMERCE
JULIUS KLEIN, Director

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ANALYZING STATISTICS OF FOREIGN TRADE IN LEATHER

IMPORTANCE OF SHIPPER'S EXPORT DECLARATION

HIDE AND LEATHER DIVISION

WASHINGTON
GOVERNMENT PRINTING OFFICE
1926

FOREWORD

As market studies are essential to the planning of foreign sales campaigns, it would be of great advantage to tanners in the United States if they could be provided with accurate statistics showing the destination to which American leather of the type or types which they produce has been shipped. Not only would this information be extremely valuable in planning sales campaigns, but it would also be of material assistance in increasing foreign shipments. The Department of Commerce has been striving for many years to gather and distribute statistics of this kind in such manner as would render them explicit, dependable, and timely; but the published information has often been criticized. Therefore, it is the aim of this bulletin to explain to tanners and other leather exporters how inaccuracies occur and how they can be avoided. By carefully studying and observing the requirements in this pamphlet and by using the extract from Export Schedule B contained herein, the statistics of leather exports can be made more valuable by being made more complete and reliable. This subject merits the attention and cooperation of everyone interested in the foreign markets for leather.

It is urged that all shippers of leather study this bulletin and place it in the hands of the appropriate officials and clerks for their use and guidance in making out declarations of export shipments.

JULIUS KLEIN, *Director*,
Bureau of Foreign and Domestic Commerce.

ANALYZING STATISTICS OF FOREIGN TRADE IN LEATHER

INTRODUCTION

Tanners frequently report to this bureau that they derive a great deal of valuable information from the export statistics regularly published, but they complain that in some instances the value of these statistics is impaired through occasional discrepancies obvious to members of the trade. Careful studies in connection with the problem of providing more dependable statistics reveal that in some instances such errors arise from faulty descriptions in the export declarations filed by shippers at the customhouses at the ports of exportation; consequently it is necessary to enlist the cooperation of our leather exporters if the leather statistics are to be made more dependable.

The Government statisticians can merely compile the figures provided by exporters. Therefore it is incumbent upon shippers to see that the export declarations contain true descriptions of the leather involved. For this reason it is suggested that tanners themselves fill out these forms in their own offices, since they are familiar with the leather, instead of delegating the task to export houses or to freight forwarders. This important work should not be left to inexperienced clerks who have an inadequate knowledge of the kinds of leather described and who have no conception of the importance of the figures. Supervision on the part of the export manager, or other person in the tanner's organization vitally interested in the data, would undoubtedly be beneficial.

ACCURACY OF FOREIGN-TRADE STATISTICS DEPENDS UPON SHIPPERS

According to special investigations which have been made to ascertain how discrepancies creep into the official statistics, it has been shown that the Government's statistical offices are absolutely dependent upon the exporters, since the statistics are compiled from shippers' export declarations, which accompany all outbound shipments. At all of the important customhouses these declarations are received in such large numbers as to make it impracticable for the customs authorities to verify the accuracy of each item; therefore if the export declaration is inaccurate, the Government figures based thereon will necessarily be inaccurate also. As a result, carelessness on the part of some exporters deprives all others of accurate statistical information for use in the solution of their foreign-sales problems. The practice of certain tanners in delegating the preparation of the declaration to freight forwarders, export merchants, or others, who turn the task over to subordinate clerks having no accurate information regarding the commodity involved, is one of the ways in which inaccuracies creep into these export declarations. For the sake of accuracy it is most desirable that all manufacturers

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producing leather for export take special pains to have these export declarations prepared in their own offices by competent persons having adequate personal knowledge of the commodities shipped. This bulletin should serve to answer most of the questions which will arise.

IMPORTANCE OF EXPORT DECLARATIONS

Tanners interested in foreign sales are urged to bear in mind that these export declarations are not a mere formality introduced by the Government in connection with the clearance of shipments through the customs, but are the means, and the only means, whereby the trading public can secure statistical information of real value to export managers. Care should be taken to have this form show in the column headed "Class No., Schedule B," the number of the particular export classification under which the leather involved falls. When in doubt about the class number of a particular shipment, the extract from "Schedule B" in the back of this pamphlet should be referred to. The proper filling in of the class number will expedite clearance at the customhouse and will prevent the return of the declaration for correction or for the answer of inquiries about items of doubtful accuracy. The authorities require that the declaration be typewritten or prepared in ink; pencil notations are not acceptable.

PREPARING THE EXPORT DECLARATION BLANKS

The accompanying reproduction of a shipper's export declaration form, with sample entries, will show the complete and exact manner in which that form should be filled out.

In the third column of the form, under "Description," the articles exported should be listed in detail, as "Black calf upper leather," "Colored calf upper leather," "Patent side upper leather," and "Cut soles." General terms, such as "Upper leather," "Patent leather," or "Sole leather," should be avoided.

In order to fill out the fourth column with the appropriate Schedule B class number, turn to the alphabetical index of leathers in the back of this bulletin, where, opposite each class of leather, will be found the correct number and also the unit of quantity in which the volume of exports should be stated in the fifth column of the form. The value (in whole dollars—no cents) must also be entered in the proper column.

It should be borne in mind that the export declaration is solely for the use of customs officials of the United States. It is treated as strictly confidential and is not revealed to persons in this country or abroad, whether official or private, except to those American authorities who need the data for the compilation of statistics.

TYPES OF LEATHER

The appended list of various types of leather entering into export trade has been prepared for the use of tanners and other shippers of leather and for officials of the customs service. As the need arises these are changed and other types are included, so that when statistics are published they can be as detailed and as complete as pos-

sible. Its use to exporters should be, first, to show the proper method of declaring shipments of various types of leather on the export declaration blanks; and, second, to show what types of leather are included in particular classes of the export statistics compiled and

U.S. TREASURY DEPARTMENT
CUSTOMS Form 7525
T. D. 38113
C.D., June 23-25

No. _____

This space for use of Customs

UNITED STATES CUSTOMS SERVICE

☞ Read carefully the instructions on back to avoid delay at shipping point

SHIPPER'S EXPORT DECLARATION

OF SHIPMENTS TO FOREIGN COUNTRIES OR NONCONTIGUOUS TERRITORIES OF THE U. S.

☞ Clearance will not be granted until shipper's declaration has been filed with the Collector of Customs
(Declaration should be typewritten or prepared in ink; pencil is not permissible.)

This space for use of Customs

No. _____

(Export No., Item.) (Port.)

Goods shipped by JOHN DOE TANNING COMPANY (Name of actual shipper.)

Address 128 (Number.) North St., (Street.) Boston, (City.) Massachusetts (State.) For account of Same (Name of original shipper.)

Address _____ (Number.) _____ (Street.) _____ (City.) _____ (State.) From Boston, Mass (Place of original shipment.)

Via _____ (Carrier from interior point, if any.) For Shipment on the S. S. Goodwill (Name of carrier. If vessel, give name, motive power, or flag if known.) To U. S.

From Boston (U. S. Customs port of exportation if known.) To ultimate foreign destination of goods Hamburg, Germany. (City.) (Country.)

Marks and numbers.	Number and kind of packages, description of contents. (If boxes, 50 cases, 25 bags, 90 barrels, etc.	COMMODITY. Describe the articles fully, as named pork, printed cotton cloth, printing presses, engines, etc. General terms such as meats, dry goods, machinery, fruits, etc., will not be accepted. (See instructions on back, par. 5.)	Class No. Schedule B.	Quantity in standard export units, as (cwts), tons of 2,240 pounds), gallons, (proof gallons), bushels, barrels, etc.	Value of time and place of shipment. U. S. Products. (Selling price or cost if not sold), including profit if manufactured in the United States. Whole dollars (no cents).	Foreign Products (if zone exhibition or imported).
J. D. Co. # 1-8	3 cases	Black Calf Upper Leather	0604	900 Sq. Ft.	$ 279	
	2 cases	Colored Calf Upper Leather	0605	460 Sq. Ft.	148	
	2 crates	Patent Side Upper Leather	0611	295 Sq. Ft.	106	
	1 case	Cut Soles (leather)	0622	70 pounds	52	

Waybill or manifest No. _____ 192_

TOTAL $ 585

I, the undersigned, solemnly and truly declare that the above statement is a complete, just, and true account of all merchandise shipped by the party named; on board the vessel, car, or vehicle; and to the place or country named above; and that the description and quantity of each article is truly stated and that the values thereof are the actual selling prices or true market values at the time and place of shipment for exportation.

Sworn and subscribed to before me

on June 8, 1926

J. H. White
(Deputy Collector, notary public, etc. See par. 3 on back.)

(Signature) E. R. Young

(Capacity) Secretary (Member of firm, secretary, agent, etc.)

(Address) Boston, Mass.

published by the Bureau of Foreign and Domestic Commerce. For officials of the customs service it serves as a guidebook, giving the number of the class in which each particular type of leather exported from the United States should be included. This list is intended to cover the principal types of leather produced in the United States which enter into the country's export trade.

NEW CLASSES OF EXPORT STATISTICS FOR 1926

In the schedule for 1926 three types of upper leather have been subdivided, so that on the export declarations it will be necessary for shippers to state whether the calf and whole kip, the cattle side upper grains, or the goat and kid upper exported is in black or colors. Special care should be taken in making declarations on these types, the numbers for which are as follows: Cattle side grains, black, 0600; cattle side grains, other, 0601; calf and whole kip, black, 0604; calf and whole kip, other 0605; goat and kid, black, 0607; goat and kid, other, 0608. The division of blacks from colors in these three principal types of upper leathers should be of great value to tanners, as it gives them a definite idea as to what colors sell the best on various markets.

POSTAL EXPORT DECLARATIONS

Export shipments of leather are occasionally forwarded by parcel post, and it is necessary to note that since 1924 mail shipments valued at $25 or more must be reported. This regulation has been of great assistance, as prior to 1924 considerable shipments of leather were made to foreign countries via parcel post which were not given in the statistics. During 1925 the total value of all leather sent to foreign countries by parcel post amounted to $1,344,973. The returns for export shipment sent by parcel post should be made out on postal export declaration forms, which are similar to the shipper's export declaration blank.

COMPLAINTS AS TO INACCURACIES IN STATISTICS

The Bureau of Foreign and Domestic Commerce receives many complaints as to the inaccuracies of the statistics issued. The following is an example, this complaint having been recently made to the Hide and Leather Division of the bureau:

> In your table recently issued showing the exports of leather from the United States during 1925 we have noted that according to your official figures on the exports of sole leather to Greece only 72,597 pounds of backs, bends, and sides left this country for that destination during 1925. We beg to advise you that during the same period this firm alone sold more than 75,000 pounds of backs, bends, and sides to Greek customers.

A careful investigation showed that part of the shipments made by that firm went to an agent in Constantinople to be forwarded to customers in Greece. Naturally, in compiling the statistics these shipments were credited to Turkey, as that was the country of destination shown on the declaration for these sales. In compiling statistical data it is impossible to ascertain whether the merchandise is really intended for the country shown as the destination in the export declarations; therefore, the figures relating to the export trade in leather by the United States which are issued by the Bureau of Foreign and Domestic Commerce contain as countries of destination only those countries to which the goods were shipped, as stated on the declarations. There are many distributing centers in various parts of the world to which American tanners consign leather, which is in turn reshipped to the territory covered by that city or port. A good example is the case of the city of Copenhagen, through which many leather producers in this country market their product to the Scandinavian countries and the Baltic States.

Another complaint recently received from a large producer of calf upper leather stated that the official statistics of exports to a certain country were incorrect, inasmuch as their shipments alone amounted to 1,000 square feet more than shown by figures issued by the Department of Commerce. This case was also carefully investigated, and it was discovered that some of their export declarations were incorrectly made out, and that considerable quantities of calf upper leather exported by this firm were placed in the miscellaneous class, headed "Other upper" leather, the class number for which is 0610.

SUGGESTIONS TO EXPORTERS

In each case, when making out a shipper's export declaration, the shipper should determine the proper class under which each item of merchandise falls and should enter the number in the column headed "Class number." This is of vital importance.

The value stated on the shipper's export declaration should be the actual selling price, if the goods are sold. If shipped on consignment, without a sale having been made, the market value at the time of exportation at the port of the United States from which exported should be stated. Value should not include ocean freight, marine insurance, etc., from the port of departure in the United States. Quantities and values should be stated in whole numbers only, ignoring fractions of less than one-half, and counting one-half or over as a unit.

If the country of ultimate destination is different from that for which the vessel or car departs, the export declaration should state as the country of ultimate destination the country to which the leather is to be sold. Special care should be taken to state the final destination of goods shipped through Canada to Europe and of goods to be transshipped in the United Kingdom, the Netherlands, Germany, France, etc., to other countries.

CLASSIFICATION OF LEATHER FOR EXPORT

Appearing on the following page is an extract from Export Schedule B (effective January 1, 1926), which applies especially to leather. This is a complete list of the classifications for leather exports, and it should be of great value in aiding shippers to fill in the declarations, by enabling them to enter their shipments under the proper class number and to designate them by the proper quantity units.

Class No.	Commodity	Unit of quantity
	LEATHER	
	Upper leather (except patent):	
	Cattle, side upper—	
	Grain—	
0600	Black	Sq. ft.
0601	Other	Sq. ft.
0602	Finished splits	Sq. ft.
0603	Wax and rough splits	Lb.
	Calf and whole kip—	
0604	Black	Sq. ft.
0605	Other	Sq. ft.
0606	Sheep and lamb	Sq. ft.
	Goat and kid upper leather (glazed kid)—	
0607	Black	Sq. ft.
0608	Other	Sq. ft.
0609	Horse and colt	Sq. ft.
0610	Other upper leather	Sq. ft.
	Patent upper leather:	
0611	Patent side upper leather	Sq. ft.
0613	Goat and kid	Sq. ft.
0614	Horse and colt	Sq. ft.
0619	Other	Sq. ft.
	Sole leather:	
0624	Bends, backs, and sides	Lb.
0626	Other (including offal)	Lb.
0629	Cut stock	Lb.
	Glove leather:	
0631	Sheep and lamb	Sq. ft.
0639	Other glove leather	Sq. ft.
	Other leather:	
0651	Harness, collar, and saddle leather	Lb.
0653	Upholstery and automobile leather	Sq. ft.
0655	Fancy leather	Sq. ft.
0656	Case, bag, and strap leather	Sq. ft.
0659	Other leather and tanned skins	Lb.

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TITLE